

Message Text

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PAGE 01 CARACA 04092 082202Z

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ACTION EB-11

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FM AMEMBASSY CARACAS

TO SECSTATE WASHDC PRIORITY 3720

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E.O. 11652: N/A

TAGS: ETRN, VE

SUBJECT: CIVAIR: REQUEST FOR CONSULTATION-PANAM SCHEDULE

REF: STATE 90804

SUMMARY: MEETING BETWEEN EMBASSY, PAN AMERICAN, VIASA AND VENEZUELAN OFFICIAL TOOK PLACE MAY 7. WHILE VENEZUELAN GOVERNMENT AGREED TO PERMIT PAN AM TO FLY IN ACCORDANCE WITH ITS NEW SCHEDULE CHANGES, IT NEVERTHELESS IS PROTESTING THESE MODIFICATIONS AND HAS REQUESTED THAT CONSULTATIONS BE HELD. END SUMMARY.

1. MEETING BETWEEN EMBASSY, PAN AM, VIASA AND VENEZUELAN GOVERNMENT OFFICIALS TOOK PLACE MAY 7. VENEZUELAN PARTICIPANTS INCLUDED NEW CIVAIR DIRECTOR GENERAL EDGAR SUAREZ; MARIANO TIRADO, FOREIGN MINISTRY TRANSPORTATION CHIEF; DR. ALFREDO MONQUE, CHIEF, AIR TRANSPORT DIVISION OF MINISTRY OF COMMUNICATIONS; OSCAR AGUERREVERE, MANAGER FOR INTERNATIONAL RELATIONS, VIASA. GEORGE FALK, COMMERCIAL ATTACHE, HANS MUELLER, CIVAIR ADVISOR REPRESENTED EMBASSY AND CARLOS GARCIA, PAN AM DIRECTOR WAS ALSO PRESENT. MEETING LASTED TWO HOURS IN RELAXED ATMOSPHERE.

2. FROM ONSET IT BECAME OBVIOUS THAT VENEZUELAN WERE NOT INTERESTED IN EMBASSY EXPLANATION TO CLEAR UP POSSIBLE MIS-

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PAGE 02 CARACA 04092 082202Z

UNDERSTANDING REGARDING LATEST PAN AM FILING. VIASA SPOKESMAN

AGUERREVERE IMMEDIATELY BEGAN VOICING DISAGREEMENT WITH PAN AM'S INTENTIONS WHICH HE CLAIMS ARE NOT IN ACCORDANCE WITH WHAT PAN AM OFFICIALS TOLD VIASA DURING EARLIER MEETINGS BETWEEN THE TWO AIRLINES.

3. AGUERREVERE BY STATEMENT OR IMPLICATION INDICATED THAT: VIASA, AND THEREBY VENEZUELAN GOVERNMENT, COUNTS ALL FLIGHTS ENDING AT MIAMI, REGARDLESS OF ROUTE, AS CARACAS-MIAMI SERVICE AND CONSIDERS THAT CAPACITY EXAGGERATED; VIASA CLAIMS TO KNOW THAT PAN AM INTENDS TO FURTHER TO INCREASE THAT SERVICE ADDING FIVE ADDITIONAL FREQUENCIES TO MIAMI BY JUNE; VIASA IS CONCERNED ABOUT WHAT THEY CALL "PROLIFERATION OF SERVICES" TO AND VIA MARACAIBO

4. FOREIGN MINISTRY'S REPRESENTATIVE, TIRADO, IN AGREEMENT WITH OTHERS PRESENT ON VENEZUELAN SIDE, REQUESTED THAT CONSULTATIONS BE HELD IN ACCORDANCE WITH MEMORANDUM OF CONSULTATION OF DECEMBER 21, 1971.

5. EMBOFFS IN AN EFFORT TO GAIN TIME FOR PAN AM AND TO ENABLE PAN AM TO FLY SCHEDULES FILED, REQUESTED THAT ARTICLE 3(H) BE APPLIED, INSTEAD OF ARTICLE G(II). VENEZUELAN'S ACCEDED ALTHOUGH TIRADO MADE CLEAR THAT FILING IS BEING PROTESTED FROM DATE OF GOV'S NOTE REJECTING PAN AM'S ORIGINAL FILING OF ONE ADDITIONAL FREQUENCY MIAMI-MARACAIBO AND RE-ESTABLISHMENT OF THREE FREQUENCIES TO SAN JUAN. VENEZUELAN'S DID EXPRESS, HOWEVER, THAT THEY HOPE FOR EARLIER CONSULTATIONS THAN THAT STIPULATED BY ARTICLE 3(H). TIME AND PLACE IS TO BE AGREED UPON BUT VENEZUELAN'S STATED PREFERENCE TO HOLD CONSULTATIONS IN CARACAS.

6. OTHER POINT WHICH VENEZUELAN'S WILL WANT TO DISCUSS IS CRITERIA APPLIED DURING PRESCREENING. IN THE OPINION OF VIASA AND GOV IT IS COMMON AIRLINE PRACTICE TO COMPARE SEASON WITH SEASON AND NOT STATUS QUO WHEN CONSIDERING ANY INCREASE OR DECREASE IN CAPACITY. EMBOFFS ATTEMPTED TO MAKE CLEAR THAT ONE OF ADVANTAGES OF PRESCREENING IS ITS APPLICABILITY TO THE DYNAMIC DEVELOPMENTS OF MODERN CIVIL AIR NEEDS AND THAT IT WOULD BE TO EVERYONE'S ADVANTAGE TO JUDGE CAPACITY INCREASE REQUESTS FROM STATUS QUO, APPLYING ONLY FACTORS SPECIFIED IN ARTICLES (C) AND (D) OF MEMORANDUM OF CONSULTATION. VENEZUELAN'S EXPRESSED DISAGREEMENT WITH THIS LIMITED OFFICIAL USE

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PAGE 03 CARACA 04092 082202Z

VIEW AND CONSIDER THAT ONLY SEASON TO SEASON COMPARISONS SHOULD APPLY. COMMENT: IT BECAME CLEAR THAT DURING COURSE OF MEETING VIASA'S PRIMARY CONCERNS FOR INCREASES IN CAPACITIES CENTER ABOUT A COMPARISON WITH THE PREVIOUS SEASON AND THE TOTAL NUMBER OF FLIGHTS TO THE FINAL DESTINATION IN U.S. TERRITORY. THEY OBVIOUSLY WERE EITHER UNCONCERNED WITH OR, IN VIEW OF VIASA'S HIGHER MARKET SHARE, DID NOT WANT TO TAKE INTO ACCOUNT MARKET SHARE STATISTICS.

7. EMBASSY ALSO BELIEVES THAT THE CONSULTATIONS ARE BEING REQUESTED TO WARD OFF FUTURE FREQUENCY INCREASES WHICH PAN AM WAS CONSIDERING FOR JUNE. IT IS EXPECTED THAT CONSULTATIONS WILL INCLUDE MUCH MORE THAN PAN AM'S RECENT REQUEST FOR THE RE-ESTABLISHMENT OF PREVIOUS SERVICES AND THE ONE ADDITIONAL MIAMI-MARACAIBO FREQUENCY.

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